

Message Text

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12
ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

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FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC PRIORITY 8641
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ROME FOR FAA

E.O. 11652: N/A
TAGS: EAIR, BEXP, IN
SUBJECT:INDIAN AIRLINES TWIN-JET PURCHASE

1. ACCORDING TO INDIAN PRESS SERVICE ITEM APPEARING IN SEPTEMBER 27 PAPERS, INDIAN AIRLINES (IAC) CHAIRMAN AND MANAGING DIRECTOR A. H. MEHTA ANNOUNCED THAT IAC EVALUATION COMMITTEE HAD SUBMITTED ITS REPORT AND THAT COMPANY WOULD MAKE A DECISION "WITHIN A MONTH."
2. MEHTA CONFIRMED STORY TO EMBOFF SEPTEMBER 28, UNDERSCORING THAT IT WOULD BE COMPANY'S DECISION THAT WOULD BE MADE FINAL BEFORE END OF OCTOBER. MATTER WOULD THEN GO TO INDIAN GOVERNMENT FOR FINAL APPROVAL.
3. BOEING REP FITZGERALD APPARENTLY NOT IN NEW DELHI AT THE MOMENT, BUT HE REAFFIRMED TO EMBOFF ABOUT TEN DAYS AGO THAT BOEING REQUIRED PROMPT DECISION FROM GOI IN ORDER TO MEET 1977 DELIVERY TARGET AND, MORE IMPORTANTLY, CLOSE DEAL AT CURRENT PRICE OFFER.
4. INTERESTING TO NOTE THAT SHORT PRESS REPORT HAD MILD PRO-BOEING SLANT: "WHILE THE SEATING CAPACITY OF THE F-28 AND BAC 111 ARE 80 AND 100 RESPECTIVELY, THE 126-SEATER ADVANCED

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VERSION OF BOEING HAS THE ADVANTAGE OF SHORTER TAKE OFFS THAN

ITS PRESENT SERIES IN THE IA FLEET." LONGER ARTICLE, HIGHLY
FAVORABLE TO BOEING APPEARED IN FINANCIAL EXPRESS SEPTEMBER 8,
DETAILING ADVANTAGES OF BOEING ACQUISITION AND REPORTING THAT

IAC HAD REOPENED QUESTION OF KEEPING SOME TURBO-PROPS FOR
SHORTEST ROUTES "ALMOST IN LINE WITH THE IDEA BOEING COMPANY
HAS BEEN TRYING TO SELL TO IT."
SAXBE

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